

Key Account Manager

Location:	Cape Town, Paarden Eiland
Job level:	Mid
Own transport required:	Yes
Travel requirement:	Occasional
Type:	Permanent
Reference:	#WGKAMWC
Company:	Wings Group

Wings Group, Importer of premium confectionery and food products for more than 25 years is hiring a Key Account Manager to manage and develop key accounts and channels in the Western Cape and Eastern Cape regions.

Reporting directly to the CEO, the key account manager will be responsible for the following:

- Achieving monthly regional sales budget by key account.
- Managing 3rd party sales and merchandising agencies through monthly meetings and reporting thereof
- Implementing best-in-class practices across multiple brands showcasing the Wings Group Portfolio of products.
- Growing direct sales for franchise stores in the region (Spar and Pick n Pay Family stores).
- Growing key accounts (retailers, wholesalers and independents) by forging commercially viable relationships with key stakeholders.
- Monthly reporting of; sales achievements, budget spend, in-store wins and challenges, competitor activity and distribution gains.
- Implementing the use of POS to further establish Wings Group product portfolio in trade.
- Managing waste / returns through effective management of merchandising agents in line with swell allowance by key account.

Requirements:

- Minimum five years sales experience in FMCG sales to key retailers in Western Cape and Eastern Cape
- Key account experience with minimum one major retailer in South Africa
- Own reliable car is essential.

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